COTTON CHATS

FROM

DRAPER COMPANY

SHIPMAN'S
COMMON-SENSE BINDER

PATENTED

JANUARY 19, 1892. APRIL 19, 1904

To open binder, remove the slides from fasteners raise the fasteners to an erect position and then file papers. For punching: lay the papers on covers and mark sheets to correspond with fasteners.

If DUPLICATE is wanted ORDER 25981

ASA L. SHIPMAN'S SONS
MANUFACTURERS,
NEW YORK.

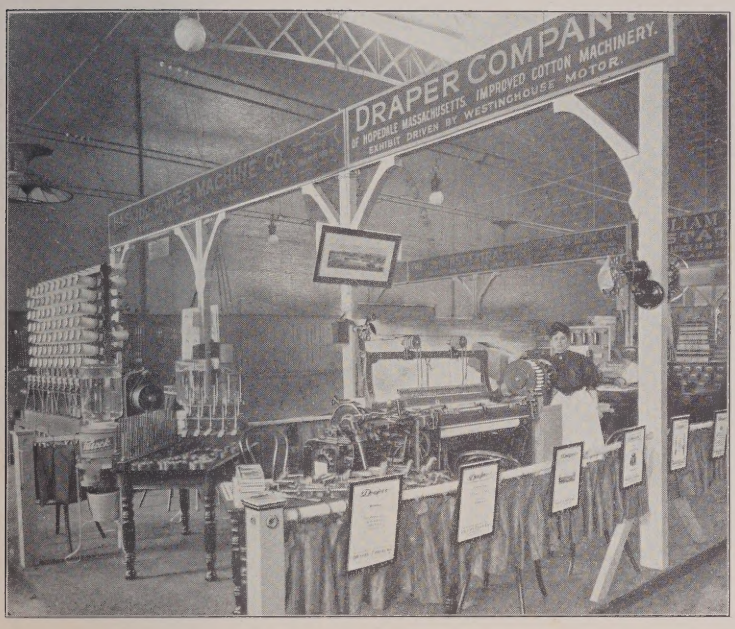
COTTON CHATS

By the Secretary of the

DRAPER COMPANY,

HOPEDALE, MASS.

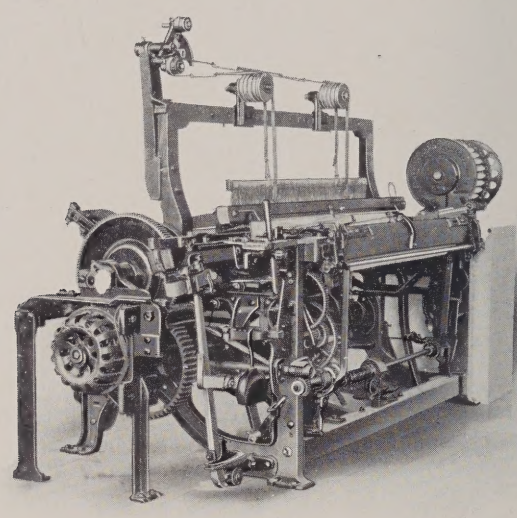
No. 62. JUNE, 1907.



The exhibit of machinery and other appliances interesting to mill men, which was held at Philadelphia in conjunction with the Convention of the American Association of Cotton Manufacturers, proved of great interest; in fact, it was a great success in every way. We confess to having had some doubts as to the project when first presented, but we failed to appreciate the wide local interest in a city like Philadelphia where there are so many textile establishments. We exhibited one Northrop loom, driven by Westinghouse motor, weaving fine goods, 80s warp and 120s filling, cop filling being used. We have heard so many doubts expressed as to the feasibility of cops for Northrop looms, we thought it well to show that such use was entirely practical, and it is well to remember that **there are 800 looms just like this sample, which have been running continuously and successfully** at the Whitman Mills, New Bedford. The new Burgess Mill now starting is entirely equipped with cop filling Northrop looms, and our foreign licensees have also introduced cop

filling looms in large quantities. The application of a motor to a loom is somewhat of a novelty, and we were complimented on having the most attractive design of motor attachment. We also exhibited our new **Mirror** spinning rings, temples, spindles, bobbins, shuttles, and other small devices.

In view of the fact that we have been selling this loom for twelve years, it seems surprising to find many cotton manufacturers to whom the loom was a novelty, many of them having never seen one in operation before. Among the visitors to our exhibit was Vice President Fairbanks, who was, of course, duly impressed with its ingenuity and importance.



NORTHROP LOOM AS EXHIBITED AT PHILADELPHIA.

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This recent meeting of the American Cotton Manufacturers' Association was certainly unique, complete, and enthusiastic. It is doubtful if anyone who was present regrets the time and trouble given in making the trip. There are those who consider these conventions as mere junkets, having little, if any, educational effect, and others think attendance needless, since they can read full reports of the meeting and the papers presented.

The manufacturer of today, however, deals with other than mere mill problems. His value to his concern is largely gauged by his ability to get results from men under him, and to get fair treatment from the men from whom he buys and to whom he sells. These human problems are best solved by those having experience with human nature as it exists, and the meeting with associates, customers, and sellers at these conventions, is of undoubted value in establishing human standards. The very fact that men of

high standing in the industry **do** attend these conventions and **do** find them of benefit, is sufficient proof of the contention made; and while attendance is most desirable, in itself, it should also be remembered that those who derive benefit from such a meeting should be willing, on their part, to contribute through their own efforts to the success of the occasion.

The existence of two large associations calls attention to the present divergence in custom, and possibly intent, between them. The National Association devotes the main portion of its time to the hearing, discussion and general consideration, of technical papers; the American Association practically eliminates discussion on papers presented, and also often eliminates the reading of the papers, allowing free discussion of important resolutions, however, presented at its business meetings, in which the active members alone take part. Were the associations united, it is probable that the presentation of papers would be still more curtailed, and discussion made practically impossible. It is by no means certain that each association cannot develop its particular field without conflict of interest, and with much benefit to all concerned. Neither association should have so large a presentation of topics that the members are unable to reply to questionable assertions in the papers; unless, of course, opportunity for reply is given within the bound volumes of printed record. Statements are often made which are open to distinct denial, and which, if uncorrected, may give continued false impression when printed in the standard records of these scientific societies.

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In the printed comment on the paper on patents presented at Philadelphia, the question is asked why the author did not discuss the making the validity of a patent contingent on its being worked, calling attention to the fact that foreign inventors can absolutely prevent the use of their ideas in our country by patenting them without allowing anyone to work the same, and thereby force us to buy in their country if we need the article in question. In the first place, the writer has never heard of such a case in actual practice, and, secondly, such a change in

our system would introduce evils of far greater magnitude. Our government does not allow a patentee to claim more than he can disclose. It does not often allow broad patent claims. An inventor, therefore, who has really discovered a valuable invention in mechanism, may, by his own discovery, have pointed out to clever minds, a dozen, or even a hundred, ways of producing similar results, requiring many patents to secure protection. Now, if one mechanism will accomplish a result properly, it would be folly to **insist** on having a dozen, or a hundred, different mechanisms manufactured, especially if all the patents were owned by the same company. In our spindle business, we controlled over 400 patents at one time; but the trade would have been perplexed and upset if we were made to offer 400 different mechanisms to them for selection. It would also be a needless hardship for us to be prepared to furnish 400 different mechanisms to customers, the expenses of such preparation being necessarily added to the costs of our business and the prices of our products.

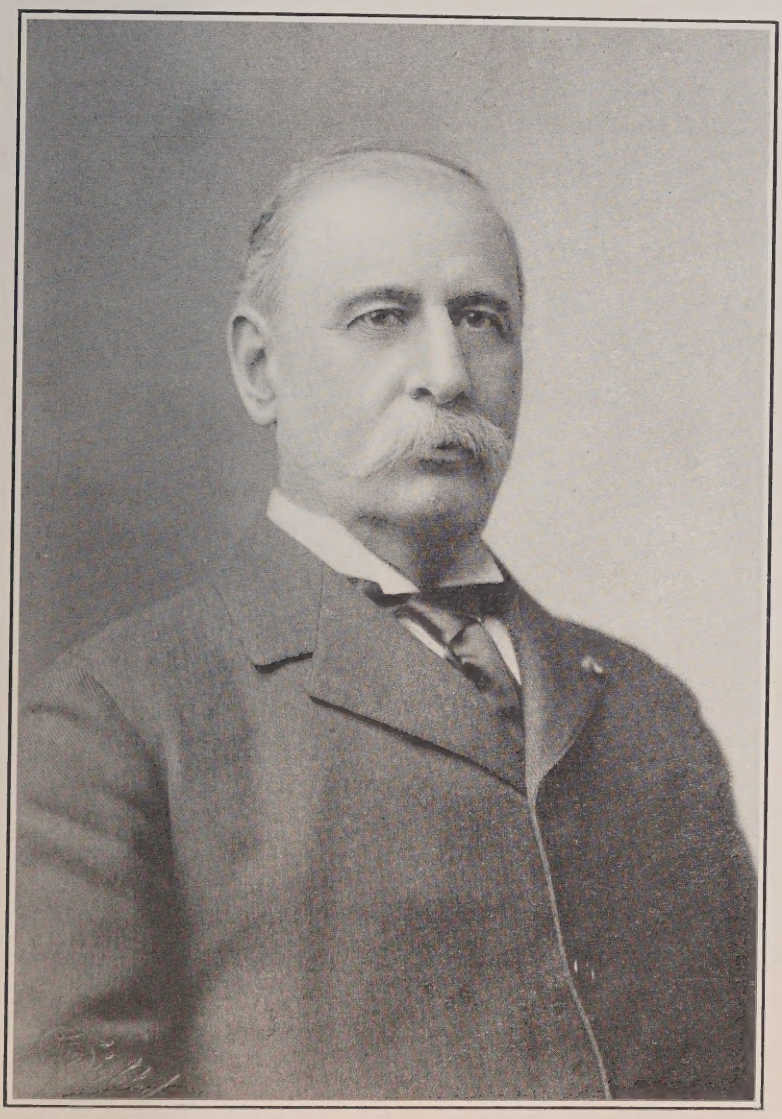
An inventor is often limited in the scope of his claims through carelessness or incompetency in his patent attorney. Such errors may be obviated at times by taking out other patents covering the constructions made free through the limitations of the original patent. Even here, it would be needless waste if all the patented constructions must be put in actual working.

There are foreign countries that insist on having patents worked. This usually means nothing but extra trouble and expense to an inventor, who may have to arrange for the manufacture and advertising of a device which, while patentable, is not really ready for the market, or which is taken out to protect another patent and is not needed in the market. The laws of these countries which demand workings are usually met by a perfunctory process, which adds about $100 to the inventor's expenses every time such working is necessary. These additional expenses make it very difficult for a poor inventor in our country to get any profit whatever from foreign patents. Of course, we could retaliate on foreign inventors by making our system more expensive to them; but it is questionable as to whether we should change our system, which has produced such magnificent results, in order to punish those of other countries who are using an inferior system.

COTTON CHATS

By the secretary of the
DRAPER COMPANY,
HOPEDALE, MASS.

No. 63. JULY, 1907.



RESOLUTIONS OF COMMITTEE

APPOINTED BY DIRECTORS ON THE OCCASION OF THE RESIGNATION OF GENERAL WILLIAM F. DRAPER AS PRESIDENT OF DRAPER COMPANY.

Since the formation of the Company, and up to July 1st, inst., when his resignation took effect, General William F. Draper has been President of the Company.

He was originally unanimously elected, and has since been continuously unanimously re-elected.

In addition to his duties as President he has been the senior member of various important Committees of Directors.

He has given especial attention to the Company's large interests in patents and inventions.

He has, as Chairman of the Committee on Experiments and Improvements, developed, recommended or approved of substantially every advance and improvement that has been made by the Company in the manufacture of automatic looms.

He has been influential in the shaping of the general policies of the Company.

We express our keen appreciation of General Draper's great ability and untiring work in the Company's interests.

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General Draper in retiring from active connection with our company ends a period of association commencing with his return from the Civil War. During the intervening years the business here at Hopedale has so multiplied in output and importance as to reflect great credit on those responsible. General Draper has served the various companies merged into Draper Company as President, Treasurer, Agent and Director, having also been the head of the firm of George Draper & Sons. It has been said that no living man has done so much to improve and advance the textile industry of the world and we accept the compliment to our former head and yet present associate.

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ABOUT THAT BET.

We heard, somewhat tardily, of a bet recently offered in a crowd of mill men, supposedly won by a common loom user, who claimed that no one then present could name six Northrop loom mills which paid dividends. Were we inclined to take advantage of such a proposition, we could win on the bet if he had said 60 instead of 6,

or possibly 160. We are inclined to think the statement misquoted, in that possible limitations were forgotten. The speaker could hardly know much concerning the South, for the Northrop loom mills not only pay good dividends as a rule, but average to pay **better** dividends than the mills equipped with common looms. If he were thinking of Northern mills, we would call attention to the fact that the Pepperell Mfg. Co., the Lockwood Co., the Amoskeag Mfg. Co., the Queen City Mills, the Everett Mills, the Pacific Mills, the Lonsdale Co., the Blackstone Mfg. Co., the Boott, the Tremont & Suffolk, the Bourne, the U. S. Cotton and the Grosvenor Dale Co., all use over 1,000 Northrop looms each, and we believe there is no difficulty in finding six dividend payers amongst them. He might retire behind the explanation that he not only limited his bet to Northern mills, but to mills **that were completely equipped with Northrop looms,** thus taking advantage of the fact that the Northern mills, as a rule, are old, established concerns, running much machinery that they prefer to wear out before replacement. Their installation of Northrop looms is therefore gradual, and it is a fact that it **is** difficult to name six Northern mills which do have **full** equipment of Northrop looms. This fact might affect a bet so hedged with limitations and restrictions, but it certainly reflects no discredit on the Northrop loom itself. At present prices for product, it is very possible that mills equipped with hand looms could pay dividends; but that would hardly authorize the displacement of power-driven machinery.

Why should the users of common looms be so perturbed because their competitors are installing the Northrop loom? If it be unprofitable, they should be secretly pleased in having their own advantage. Is it not plain that all of this veiled antagonism really springs from envy of others' superior equipment?

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"Law's Reference Book of Southern Cotton Mill Stocks," issued June 19th, 1907, gives a list of mills selected as representing those in whose stocks investors are mostly interested. It is quite evident that such a list naturally represents the salable, rather than the unsalable Southern mill

stocks. The information pertaining to the mills is not always absolutely correct, as the author could not know of the latest installation of machinery. With such changes as we may make from our own knowledge of the situation, we find that there are 86 mills quoted in all. 35 of these are completely equipped with Northrop looms, 23 are partly equipped; in fact, they would average over half their equipment in Northrop looms—and 6 of them are yarn mills, leaving but 22 weaving mills which have no Northrop looms at all. This is a very significant showing, in view of the fact that in spite of our success in the South, a majority of the mills there do not use Northrop looms. The selected list, therefore, shows 80 weaving mills, particularly chosen because of their interest to investors, of which 72 1-2 per cent. are either wholly, or partially equipped with our loom. The little book gives, in several instances, the dividends paid for the last four years. Taking the mills partially, or wholly, equipped with Northrop looms, we find that 18 of them have paid not less than 6 per cent. **for any one** of the four years, 13 of them have paid not less than 8 per cent. **for any one** of the four years, and 6 of them have paid not less than 10 per cent. **for any one** of the four years. Many of these mills have also built large additions out of their surplus, and others have a large surplus with which to pay extra dividends, or build additions.

These facts conclusively prove that the Southern Northrop loom mills average greater success than those without Northrop looms. It proves that Northrop loom mills **can,** and **do,** pay handsome dividends. We believe that had this book wider information concerning the stocks in question, we could amplify these figures, and reflect still more credit on Northrop loom equipment.